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Message Text

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45
ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CIAE-00 COME-00 DODE-00 DOTE-00

FMC-04 INR-11 NSAE-00 RSC-01 CG-00 COA-02 DLOS-07

SWF-02 NEA-14 DRC-01 /079 W
---------- 094692
R 291036Z AUG 74
FM AMEMBASSY BRUSSELS
TO AMEMBASSY TEHRAN
INFO SECSTATE WASHDC 1866

UNCLAS BRUSSELS 6568

E.O. 11652: N/A
TAGS: ETRN, IR
SUBJECT: AMERICAN EXPORT LINES - LAND-BRIDGE CONTAINER SERVICE TO IRAN

SUMMARY: U.S. FLAG CARRIER AMERICAN EXPORT LINES INIATING CONTAINER SERVICE TO IRAN. TWO AEL EXECUTIVES ARRIVING TEHRAN SEPT. 9TH REQUEST EMBASSY BREIFING AND HELP IN MARKET IDENTIFICATION.

1. AMERICAN EXPORT LINES, A MAJOR U.S. -FLAG STEAMSHIP COMPANY WITH FORTY-EIGHT YEARS EXPERIENCE IN THE U.S. ATLANTIC-MEDITERRANEAN SERVICE, INTENDS TO INIATE A CONTAINER SERVICE FROM U.S. ATLANTIC PORTS TO IRAN VIA "LAND-BRIDGE" CONNECTIONS AT ISTANBUL/IZMIR AND ISKENDRUM. VESSELS WILL CALL AT THESE TURKISH PORTS ABOUT EVERY TEN DAYS, WITH CONTAINERS TRUCKED OVERLAND TO AND FROM TEHRAN. LOCAL AGENTS ARE "IRANIAN LAND BRIDGE".

2. MR. DAVID MUMFORT, AEL SALES MANAGER FROM NEW YORK, AND MR. RALPH BARTOLI, SALES MANAGER FROM GENOA, WILL BE VISITING TEHRAN SEPTEMBER 9-14, STAYING AT THE HILTON. THE PURPOSE OF THEIR VISIT IS TO GAIN A FIRSTHAND KNOWLEDGE OF LOCAL BUSINESS CONDITIONS AND TO SURVEY THEIR MARKET POTENTIAL. WHILE AEL WILL OF COURSE RELY ON THEIR LOCAL AGENTS FOR ASSISTANCE THEY WOULD APPRECIATE THE OPPORTUNITY TO VISIT WITH AN EMBASSY ECONOMIC/COMMERCIAL OFFICER.

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3. ACTION REQUESTED

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THE MARITIME ADMINISTRATION OF THE DEPARTMENT OF COMMERCE WHICH MAINTAINS A REPRESENATIVE OFFICE AT AMEMBASSY BRUSSELS, IS ACTIVELY ENGAGED IN ASSISTING AMERICAN-FLAG OCEAN CARRIERS IN THEIR MARKETING EFFORTS, PARTICULARLY WITH REGARD TO PROMOTING CARGO SUPPORT BY U.S. AFFILIATED OR SUBSIDIARY FIRMS. WE WOULD THEREFORE APPRECIATE YOUR HELPING AEL EXECUTIVES DURING THEIR VISIT WITH A BACKGROUND BRIEFING AS WELL AS IDENTIFICATION OF CURRENT AND ANTICIPATED CARGO FLOWS AS RELATED TO BOTH U.S.-IRANIAN TRAFFIC AND MAJOR DEVELOPMENT PROJECTS. IF YOU ARE ABLE TO SCHEDULE A FIXED APPOINTMENT AT THE EMBASSY FOR THESE VISITORS,PLEASE INDICATE THE PARTICULARS IN YOUR REPLY. IF YOU ARE UNABLE TO SCHEDULE AN APPOINTMENT BEFOREHAND, PLEASE PROVIDE THE NAME OF AN EMBASSY OFFICER MUMFORT AND BARTOLI SHOULD CONTACT UPON ARRIVAL AT TEHRAN.
RENNER

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Disposition Case Number: n/a
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